

## U.S. SMALL BUSINESS ADMINISTRATION - VIRGINIA DISTRICT OFFICE

## LENDER RANKING by TOTAL NUMBERS

7(a) Loan Guaranties &amp; 504 Debentures as of:

FY 2012

10/01/2011-8/31/2012

LENDER

#

\$

1	BRANCH BK. & TR CO	67	\$15,354,600	80	LUMBEE GUARANTY BANK	1	\$200,000	
2	WELLS FARGO BANK NATL ASSOC	49	\$16,686,000	81	BLUE RIDGE BANK	1	\$188,000	
3	STELLARONE BANK	32	\$6,073,800	82	BANK OF HAMPTON ROADS	1	\$158,000	
4	SUNTRUST BANK	27	\$13,625,000	83	VIRGINIA HERITAGE BANK	1	\$150,000	
5	MANUFACTURERS & TRADERS TR CO	26	\$3,090,800	84	OAK VIEW NATIONAL BANK	1	\$133,000	
6	UNION FIRST MARKET BANK	20	\$5,021,000	85	SIGNAL FINANCIAL FCU	1	\$124,500	
7	TOWNEBANK	19	\$6,969,000	86	CHAIN BRIDGE BANK NATL ASSOC	1	\$100,000	
8	SONABANK	14	\$9,155,000	87	PEOPLES COMMUNITY BANK	1	\$94,000	
9	FULTON BANK NATL ASSOC	14	\$5,083,000	88	VALLEY BANK	1	\$86,000	
10	CITIZENS BANK & TRUST CO.	10	\$256,200	89	COMMUNITY TRUST BANK, INC.	1	\$60,000	
11	SUPERIOR FINANCIAL GROUP, LLC	10	\$122,500	90	ABNB FCU	1	\$50,000	
12	LIVE OAK BANKING COMPANY	9	\$6,522,000	91	BANK OF LANCASTER	1	\$20,000	
13	NAVY FCU	8	\$1,239,700	TOTAL 7(a) & 504 LOANS			476	\$185,161,200
14	FAUQUIER BANK	8	\$491,900					
15	TD BANK, NATIONAL ASSOCIATION	7	\$3,765,400					
16	FARMERS & MERCHANTS BANK	7	\$630,000	TOP LENDERS BY TOTAL NUMBERS (all lenders)			#	\$
17	UVA COMMUNITY CREDIT UNION	7	\$282,000	1.	BRANCH BK. & TR CO	67	\$15,354,600	
18	COLONIAL VIRGINIA BANK	6	\$908,200	2.	WELLS FARGO BANK NATL ASSOC	49	\$16,686,000	
19	BAYPORT CREDIT UNION	6	\$511,500	3.	STELLARONE BANK	32	\$6,073,800	
20	NATL BK OF BLACKSBURG	5	\$155,000	4.	SUNTRUST BANK	27	\$13,625,000	
21	FIRST CHATHAM BANK	4	\$6,037,000	5.	MANUFACTURERS & TRADERS TR CO	26	\$3,090,800	
22	FIRST FINANCIAL BANK	4	\$5,190,000					
23	FIRST-CITIZENS BK & TR CO	4	\$3,682,000	COMMUNITY BANKS (LESS THAN \$500M IN ASSETS)			#	\$
24	ACCESS NATIONAL BANK	4	\$2,485,600	1.	CITIZENS BANK & TRUST CO.	10	\$256,200	
25	VIRGINIA PARTNERS BANK	4	\$860,000	2.	LIVE OAK BANKING COMPANY	9	\$6,522,000	
26	CARDINAL BANK	4	\$585,000	3.	COLONIAL VIRGINIA BANK	6	\$908,200	
27	HANA SMALL BUS. LENDING INC.	3	\$5,584,000	4.	NATL BK OF BLACKSBURG	5	\$155,000	
28	FIRST WESTERN SBLC, INC	3	\$2,842,000	5.	VIRGINIA PARTNERS BANK	4	\$860,000	
29	CORNERSTONEBANK	3	\$1,986,000					
30	UNITED BANK	3	\$1,453,000	INTERMEDIATE BANKS (FROM \$500M to \$3.0B IN ASSETS)			#	\$
31	OLD POINT NATL BK OF PHOEBUS	3	\$1,079,000	1.	STELLARONE BANK	32	\$6,073,800	
32	BORREGO SPRINGS BANK, N.A.	3	\$910,000	2.	SONABANK	14	\$9,155,000	
33	BANK OF AMERICA NATL ASSOC	3	\$683,000	3.	FAUQUIER BANK	8	\$491,900	
34	FIRST COMMUNITY BANK, N.A.	3	\$500,000	4.	FARMERS & MERCHANTS BANK	7	\$630,000	
35	CELTIC BANK CORPORATION	2	\$4,310,000	5.	FIRST CHATHAM BANK	4	\$6,037,000	
36	CBC NATIONAL BANK	2	\$2,613,000					
37	AMER BUS. LENDING INC.	2	\$2,064,700	MAJOR BANKS (MORE THAN \$3.0B IN ASSETS)			#	\$
38	MID-ATLANTIC FCU	2	\$1,610,000	1.	BRANCH BK. & TR CO	67	\$15,354,600	
39	SECURITY NATIONAL CAPITAL	2	\$1,502,000	2.	WELLS FARGO BANK NATL ASSOC	49	\$16,686,000	
40	HANMI BANK	2	\$1,328,000	3.	SUNTRUST BANK	27	\$13,625,000	
41	COMMUNITY BANK	2	\$1,279,000	4.	MANUFACTURERS & TRADERS TR CO	26	\$3,090,800	
42	VIRGINIA NATIONAL BANK	2	\$1,230,000	5.	UNION FIRST MARKET BANK	20	\$5,021,000	
43	FARMERS BANK	2	\$1,216,000					
44	CITIZENS NATIONAL BANK	2	\$914,000	CREDIT UNIONS			#	\$
45	ALERA GROUP	2	\$902,000	1.	NAVY FCU	8	\$1,239,700	
46	COMPASS BANK	2	\$755,000	2.	UVA COMMUNITY CREDIT UNION	7	\$282,000	
47	FIRST BANK & TRUST COMPANY	2	\$677,000	3.	BAYPORT CREDIT UNION	6	\$511,500	
48	PNC BANK, NATIONAL ASSOCIATION	2	\$476,000	4.	MID-ATLANTIC FCU	2	\$1,610,000	
49	PACIFIC CITY BANK	2	\$398,000	5.	LANGLEY FCU	2	\$59,700	
50	BANCORP BANK	2	\$253,200					
51	VIRGINIA COMMERCE BANK	2	\$150,000	CERTIFIED DEVELOPMENT COMPANIES (by Numbers)			#	\$
52	CORNERSTONE BANK NATL ASSOC	2	\$95,200	1.	BUSINESS FINANCE GROUP, INC.	44	\$29,986,000	
53	LANGLEY FCU	2	\$59,700	2.	TIDEWATER BUS. FINANCING CORP	35	\$14,420,000	
54	SURREY BANK & TRUST	2	\$58,000	3.	RAPPAHANNOCK ECONOMIC DEVEL CO	16	\$7,563,000	
55	CECIL BANK	1	\$3,700,000	4.	CHESAPEAKE BUS. FINAN CORP	2	\$3,415,000	
56	NEW HORIZON BANK NATL ASSOC	1	\$3,300,000	5.	REDC COMMUN CAP. GROUP INC.			
57	CIT BANK	1	\$3,169,000					
58	QUADRANT FINANCIAL, INC.	1	\$2,844,000	504 - FIRST TRUST LENDERS (by Numbers)			#	\$
59	NOAH BANK (Pennsylvania)	1	\$2,595,000	1.	TOWNEBANK	19	\$8,501,419	
60	WEST TOWN SAVINGS BANK	1	\$2,523,000	2.	STELLARONE BANK	11	\$3,698,362	
61	JOHN MARSHALL BANK	1	\$2,056,000	3.	BRANCH BK. & TR CO	8	\$10,144,500	
62	ESSEX BANK	1	\$1,370,000	4.	UNION FIRST MARKET BANK	7	\$3,980,842	
63	WASHINGTONFIRST BANK	1	\$1,321,000	5.	SUNTRUST BANK	6	\$6,951,516	
64	BUSINESS BANK	1	\$1,250,000					
65	COMMUNITY SOUTH BANK	1	\$1,224,000					
66	ALLIANCE BANK CORPORATION	1	\$862,000					
67	FIRST CAPITAL BANK	1	\$718,000					
68	WILSHIRE STATE BANK	1	\$615,000					
69	MONUMENT BANK	1	\$585,000					
70	FIRST VIRGINIA COMMUNITY BANK	1	\$571,000					
71	FIDELITY BANK	1	\$550,000					
72	CHESAPEAKE BANK	1	\$516,000					
73	UVA COMMUNITY CREDIT UNION	1	\$455,000					
74	CAPITAL ONE BANK (USA), N.A.	1	\$362,000					
75	TWIN CITY BANK	1	\$352,000					
76	TRULIANT FCU	1	\$338,200					
77	SANDY SPRING BANK	1	\$312,500					
78	PARK VIEW FCU	1	\$250,000					
79	CITIZENS & FARMERS BANK	1	\$249,000					

## TOP LENDERS BY TOTAL NUMBERS (all lenders)

	#	\$
1. BRANCH BK. & TR CO	67	\$15,354,600
2. WELLS FARGO BANK NATL ASSOC	49	\$16,686,000
3. STELLARONE BANK	32	\$6,073,800
4. SUNTRUST BANK	27	\$13,625,000
5. MANUFACTURERS & TRADERS TR CO	26	\$3,090,800

## COMMUNITY BANKS (LESS THAN \$500M IN ASSETS)

	#	\$
1. CITIZENS BANK & TRUST CO.	10	\$256,200
2. LIVE OAK BANKING COMPANY	9	\$6,522,000
3. COLONIAL VIRGINIA BANK	6	\$908,200
4. NATL BK OF BLACKSBURG	5	\$155,000
5. VIRGINIA PARTNERS BANK	4	\$860,000

## INTERMEDIATE BANKS (FROM \$500M to \$3.0B IN ASSETS)

	#	\$
1. STELLARONE BANK	32	\$6,073,800
2. SONABANK	14	\$9,155,000
3. FAUQUIER BANK	8	\$491,900
4. FARMERS & MERCHANTS BANK	7	\$630,000
5. FIRST CHATHAM BANK	4	\$6,037,000

## MAJOR BANKS (MORE THAN \$3.0B IN ASSETS)

	#	\$
1. BRANCH BK. & TR CO	67	\$15,354,600
2. WELLS FARGO BANK NATL ASSOC	49	\$16,686,000
3. SUNTRUST BANK	27	\$13,625,000
4. MANUFACTURERS & TRADERS TR CO	26	\$3,090,800
5. UNION FIRST MARKET BANK	20	\$5,021,000

## CREDIT UNIONS

	#	\$
1. NAVY FCU	8	\$1,239,700
2. UVA COMMUNITY CREDIT UNION	7	\$282,000
3. BAYPORT CREDIT UNION	6	\$511,500
4. MID-ATLANTIC FCU	2	\$1,610,000
5. LANGLEY FCU	2	\$59,700

## CERTIFIED DEVELOPMENT COMPANIES (by Numbers)

	#	\$
1. BUSINESS FINANCE GROUP, INC.	44	\$29,986,000
2. TIDEWATER BUS. FINANCING CORP	35	\$14,420,000
3. RAPPAHANNOCK ECONOMIC DEVEL CO	16	\$7,563,000
4. CHESAPEAKE BUS. FINAN CORP	2	\$3,415,000
5. REDC COMMUN CAP. GROUP INC.		

## 504 - FIRST TRUST LENDERS (by Numbers)

	#	\$
1. TOWNEBANK	19	\$8,501,419
2. STELLARONE BANK	11	\$3,698,362
3. BRANCH BK. & TR CO	8	\$10,144,500
4. UNION FIRST MARKET BANK	7	\$3,980,842
5. SUNTRUST BANK	6	\$6,951,516